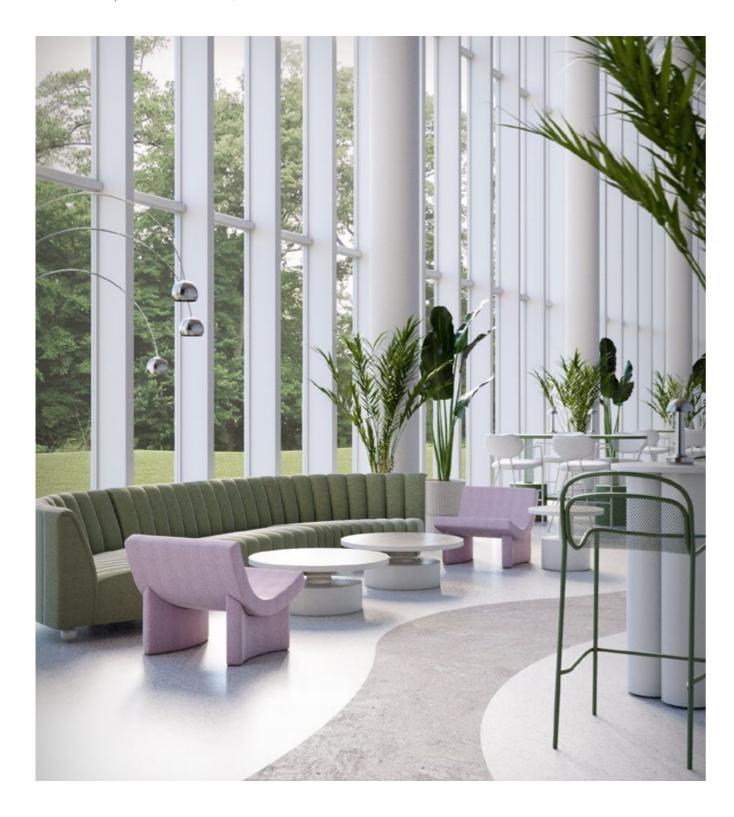


VALIANT FURNITURE SPECIALISTS

Capability Statement





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About Valiant

HIRE WITH STYLE

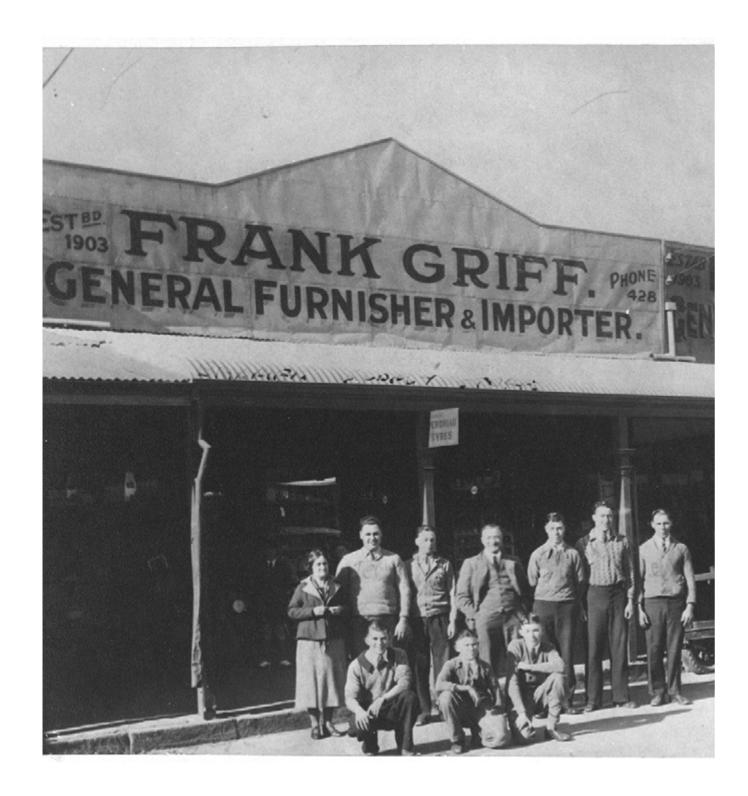
Valiant, Australia's leading furniture hire company, is a true industry pioneer when it comes to delivering innovative solutions for events, interiors, and workplace projects. With an impressive track record spanning over 60 years, Valiant's profound expertise, local influence, and unwavering passion have established them as a key player in transforming spaces and shaping unforgettable experiences.

Our local knowledge coupled with our national scale ensures we have the capability to unlock resources for maximum productivity and output. With a national presence in New South Wales, Victoria and, Queensland, we also service the Australian Capital Territory and large regional centres on the East Coast.



BRIAN LINDEMAN - MANAGING DIRECTOR





History

FOUNDED IN 1903

In 1903 founder Frank Griff, an immigrant 19 years of age, sought opportunity as a merchant in Broken Hill. He established 'Frank Griff – General Furnisher & Importer'. Growth and opportunity lead Frank to Sydney, where he established an eight-floor furniture business on Pitt Street. The business was renamed Valiant in 1961 and is still owned and operated by Frank Griff's family to this day. With our Chairperson Michael Sternberg being the grandson of Frank.



Milestones

1903 - 2005

1903

Founder Frank Griff established 'Frank Griff – General Furnisher & Importer'

1961

The Valiant story began when Frank Griff renamed the business Valiant Commercial Furniture & moved to Riley Street, Surry Hills. We specialised in selling office furniture and partitions

1982

Became the first Australian company to pioneer as an office furniture hire business. With our first client being Chase Manhattan Bank - AMP Banking Consortium

1983

The business outgrew our office space with 60 employees and purchased a 900m² building on the corner of Bourke and Phillip Street, Sydney.

1985

Opened a new office/ showroom/warehouse in Tullamarine, VIC. Macquarie Group acquired an Australian banking license, Valiant aided their expansion by supplying 1,000's of desks and chairs.

1987

First corporate sponsorship of the arts with Sydney Symphony Orchestra and The Australian Opera

1992

Acquired the company All Business Furniture in Melbourne

1995

Acquired the company Morgans Expo in Melbourne

1996

Our services expanded to support client events in Sydney and Melbourne

1998

Moved the Melbourne office to Dudley Street, which then lead to our expansion of acquiring two buildings on Spencer Street 1999

Won the contract to provide furniture to the Australian Open and have continuously done so to this day

2000

Awarded the Australian
Electoral Commission
contract to supply furniture
to the Federal Election.
Supplied furniture to various
corporate clients at the
Sydney Olympic Games

2001

Opened our doors to a Brisbane office, showroom and warehouse in Fortitude Valley. Signed a 4-year sponsorship deal with Leyton Hewitt

2002

Our services expanded to support clients in residential interiors across Sydney, Melbourne and Brisbane

2004

Purchased a fit for purpose facility in Turbot Drive Coorparoo, Brisbane

2005

Provided over 10,000 exam tables and chairs for tertiary education exams in Sydney, Melbourne and Brisbane



Milestones

2007 - 2023

2007

Awarded the Australian Moto Grand Prix contract for event furniture hire and have continued our partnership.

2008

Began providing furniture for the television show Selling Houses Australia and continue to do so today, with 2022 being the 14th season.

2009

Moved our range of furniture storage from Spencer Street, West Melbourne to a fit for purpose 3000m² facility in West Footscray

2010

Moved our operation from Bourke Street, Waterloo into Burrows Road, Alexandria and signed a 4,200m² lease

2014

Provided furniture pieces for the 2014 G20 Summit held in Brisbane

2015

Outgrew our Brisbane office in Coorparoo and moved to our purpose-built 6000m² facility in Pinkenba, Brisbane

2016

Supplied 16,146 furniture pieces for the 2016 federal elections throughout QLD, NSW, ACT, VIC – 387 locations in total and will continue our contract in this year's 2022 federal election

2017

Awarded NDIA contract.
Frasers Property partnership agreement in Queensland.
Began procuring furniture pieces in-house.

2018

Invested millions in event furniture, delivered to 2,900 major events on the Eastern Seaboard. Awarded Victoria Racing Carnival contract. Attended Milan furniture fair and multiple shows in Singapore, China, and SE Asia.

2019

Awarded the AVEO contact servicing residential interiors for seniors living facilities nationally. Outgrew our facility in West Footscray and signed the lease on a further 3000m² facility in West Footscray. Sold our two Spencer Street buildings and moved our office into Salmon Street, Port Melbourne.

2020

Became the first hire company to go paperless, with our entire inventory system being cloud-based. Secured a 3 year contract with Griffith University.

2021

Awarded furniture and styling for the Brisbane Olympic Games 2032 activation announcement

2022

Achieved three major milestones: their largest-ever Federal Election Install of 27,000, becoming Australia's first 100% carbon-neutral furniture hire company, and launching the first live inventory online furniture hire shop in the country.

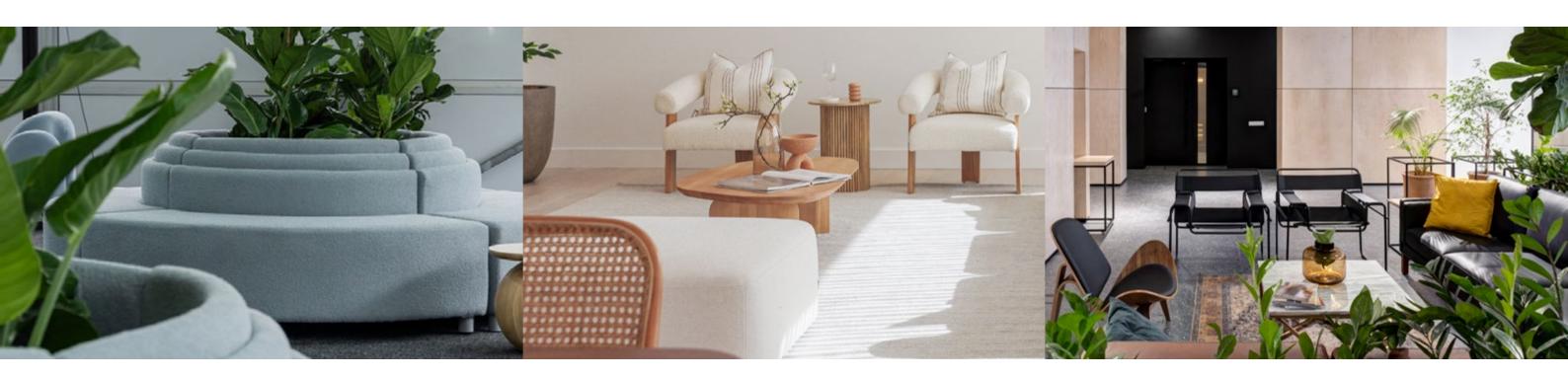
2023

100% Carbon Neutrality annual renewal, submitted our application for B Corp Certification, introduced ReforaStone tables crafted entirely from 100% recycled milk cartons, launched 15 new ranges with 3,600+ recycled components, we also planted 7,800+ trees to help offset our emmisions, became the official furniture supplier for the FIFA Women's World Cup 2023, won two HIA QLD Interior Decorate Awards for a display home we staged and styled, extended partnerships with Brisbane International (3 years) and Griffith University (6 years). Supplied supplied 27,625 workplace items for an Australian Government Project and efficiently furnished 68 properties within one week across NSW, ACT, VIC, QLD, and NT for the Australian Government.



Our Purpose

Our purpose is to create and deliver sustainable and innovative furniture solutions for spaces where people celebrate, live, work and learn.





All-Inclusive Solutions for Dynamic Spaces

INDUSTRY EXPERTISE



EVENTS

Delivering unmatched furniture solutions for diverse events, from outdoor gatherings to banquets. Our services cover Corporate Services, Hospitality, Transportation, Education, and Technology. With a comprehensive approach, we provide furniture hire, event styling, and custom design.

WORKPLACES

As your collaborative partner in crafting vibrant workplaces, we offer short/long-term furniture hire, procure packages, lease-to-own options, and workplace analytics. Our tool, Mapsii, enhances decision-making. We cater to Corporate Services, Built Environment, Technology, Education, and Logistics.

INTERIORS

Transform spaces with Valiant's unparalleled interior solutions. Offerings include property styling, furniture packages, home staging, relocation, interior design, and rent-to-own flexibility. Our clientele includes Seniors Living, Retirement communities, Builders, Developers, Architects, Interior Designers, Real Estate Agents, Private Vendors, and more.







Core Values

OUR VISION

Our values are the standard we expect from each other and the measure to which we hold ourselves accountable.





SUSTAINABILITY

We are committed to playing our part for a sustainable future and contributing to the circular economy through reduced dependency on extraction, production, distribution, and disposal.

RESPECT

We act with integrity and respect and understand the ambitions and desires of our people and clients.

PARTNERSHIP

We work as one team with shared purpose and values, always collaborating to deliver a quality seamless experience that makes a difference.

QUALITY

We pride ourselves on delivering superior solutions and exceeding expectations through high performance, operational excellence, and an innovative approach.





Valiant Solutions

OUR VISION

With a steadfast commitment to delivering exceptional value and seamless support, we offer innovative and client-centric solutions as part of our comprehensive services, encompassing an extensive range, flexibility, sustainability, cost-effectiveness, and efficient operations powered by advanced technology.







EXTENSIVE HIGH QUALITY RANGE

With showrooms in Sydney, Melbourne, and Brisbane, we provide an extensive inventory of over 150,000 furniture and styling accessories, serving three capital cities, as well as ACT, South Australia, and major regional centers.

FLEXIBLE SOLUTIONS

As the only company to operate across 3 divisions, providing furniture and styling for events, residential interiors and corporate workspaces, we provide our clients with unique and tailored solutions.

SUSTAINABLY INNOVATIVE

Partnering with Valiant, a furniture hire and styling provider, contributes to the circular economy by minimizing reliance on extraction, production, distribution, and disposal, allowing you to actively reduce your carbon footprint.

COST-EFFECTIVE SOLUTIONS

We offer cost-effective solutions by leveraging an extensive furniture range, a cloud-based system, and advanced logistics technology to deliver exceptional furniture and service across Australia while effectively managing project budgets.





National Scale, Local Knowledge

MULTI-DISCIPLINARY

Our local knowledge at a national scale ensures every project receives our commitment to service.



3 Leading

Divisions

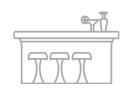


15,000m²

5 Warehouses & 3 Showroom Spaces



27 Vehicle



150,000+

Furniture & Accessories



Corporate Responsibility

We are conscious of the impact our business has on all aspects of society, including environmental, economic and social. Valiant continues to express our commitment to implement practices that will promote environmental sustainability, economic growth, and social responsibility.







Social Responsibility

OUR COMMITMENT

Valiant is deeply committed to community involvement and creating a positive legacy prioritizes community involvement, safety, and wellbeing, aiming to create a positive legacy through inclusive workplaces, diversity embracement, and partnerships with organizations like Lady Musgrave Trust and City West House for community development.







COMMUNITY DONATIONS

We engage in various partnerships and initiatives, such as cooking meals for the less fortunate with FareShare, donating furniture to homeless shelters through the Exodus Foundation, and furnishing apartments for individuals in need with City West Housing and Lady Musgrave Trust.

HEALTH & WELLBEING

We have a long-standing commitment to supporting children undergoing cancer treatment by partnering with MyRoom for gift provision, as well as contributing furniture for stage-sets for the Good Friday Appeal Children's Telethon for over six years; additional donations have been made to St Vincent's Clinic and Mood Active.

ARTS & EDUCATION

We foster a unified team approach, aligning our purpose and values, collaborating closely with suppliers, partners, and clients across our three divisions to create a meaningful and seamless experience.

WORKPLACE EQUALITY

We adhere to the Workplace Gender Equality Act 2012, promoting equality and cultivating an inclusive environment that values and supports all individuals. With 75% of our office staff being female, with several females employed in our operations team, we embrace diversity, welcoming people of all ages, genders, ethnicities, religions, sexual orientations, and minority backgrounds.



Sustainability

PROTECTING OUR ENVIRONMENT

In alignment with our unwavering commitment to sustainability, Valiant forged a partnership with Trace on July 1, 2022. As a leading carbon offset organisation, Trace's mission centers around helping businesses achieve NetZero status by measuring, reducing, setting targets, and compensating carbon emissions through funding vital climate projects.

With the support of Trace, Valiant has introduced carbon offset initiatives, effectively neutralizing our greenhouse gas emissions. Through strategic investments in climate projects focused on renewable energy and reforestation, we are actively contributing to the global mission of reducing carbon emissions and fostering a greener, more sustainable future.

Click here to learn more.









PAPERLESS BUSINESS MODEL

Since implementation of our cloud-based systems in 2020 we are completely paperless in our operations. All our drivers/off-siders operate with tablets. We are the first and only furniture hire company in Australia to be entirely paperless.

CARBON OFFSET

In July 2022 we partnered with Trace to take climate action by measuring our annual footprint across our energy, operations, travel, and waste consumption and will be managing our carbon emissions through funding climate projects that help to offset our emissions.

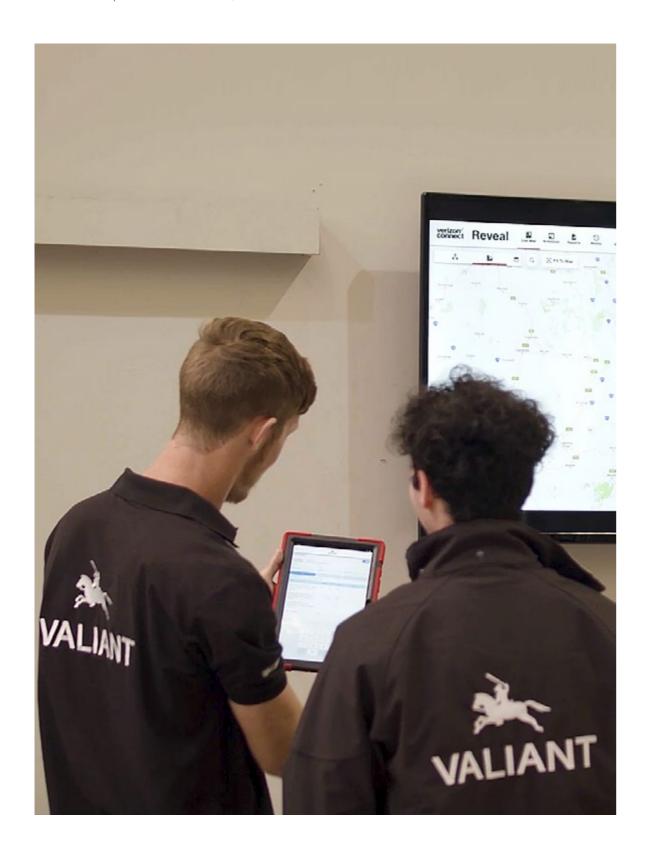
RECYCLE & REPLENISH

We prioritise responsible waste disposal, selecting suppliers based on their product sustainability, and maintaining, repairing, and recycling our high-quality furniture to prolong its life cycle—all tailored to meet the needs of our valued partners.

ENERGY EFFICIENCY

We continually work towards the conservation of energy, water and resources in all our operations. Four of our five warehouses have skylights installed allowing for natural light and all warehouses are fitted with state-of-the-art LED lighting solutions to minimise the amount of electricity being consumed by our business.





Advanced Technology

CLOUD-BASED SYSTEMS

Leveraging cutting-edge advanced technology, we have successfully enhanced inventory accuracy, streamlined order management, and improved overall operational efficiency, enabling us to deliver a seamless, eco-friendly, and exceptional experience for our valued clients.

Our cloud-based business has positive impacts on sustainability, including the below:



83,000

Sheets of paper saved p.a



100's

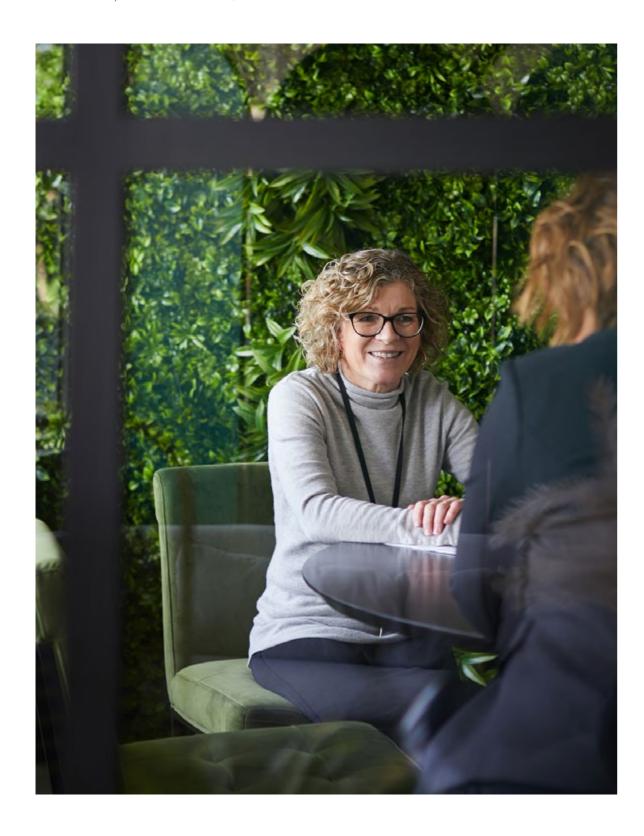
of printer cartridges save (60 p/a from 2020)



50%

Reduction in phone handsets





Client Service

CLOUD-BASED SYSTEMS

Transformative technology for efficient client service management our real-time communication and updates deliver fast and effective solutions.



CONTRACTS & PAYMENTS

Quotes are sent within a matter of minutes & are issued virtually with the ability to digitally e-sign.



AUTOMATED TEXTS

Automated texts for order delivery confirmation and changes enhancing client experience.



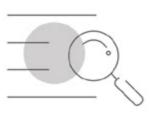
Online Hire Shop

YOU IMAGINE . WE DELIVER

Experience complete control over your office and event furniture rental with real-time stock availability, instant confirmation and payment for effortless event and workplace planning.



1.WHERE & WHEN



2.FILTER & FIND



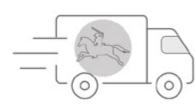
3.ADD TO CART



4.CHECKOUT & PAY



5.ORDER CONFIRMED



6.DELIVERED & PICKED-UP

HIRE NOW





Fleet Management

CLOUD-BASED SYSTEMS

Valliant's entire fleet of over 27 vehicles is managed through an online portal. The software offers Valiant and its customers the following benefits:



ROUTE MANAGEMENT

Our stock and delivery teams location is tracked with GPS integration. The system also captures speeding & driving incidents to ensure the safety of our employees & other drivers.



PROCESS EFFICIENCY

All orders go through a pick, load, deliver, collection & restock process. This process is captured on tablets and links back to the inventory system, allowing for orders to be packed correctly, in-full &, on time.



JOB SPECIFIC DETAILS

The online portal allows Valiant employees to understand the job at hand including time allowed per job. If running behind time the system alerts our Operations teams to promptly notify the client.



Product Procurement

At Valiant, our in-house creative and procurement team attends major local and international design shows, collaborating with a network of suppliers to curate innovative products. Rigorous testing and quality control to ensure safety, efficiency, and top-notch quality for the Australian market. Our commitment to responsible sourcing is evident in our sustainability-focused procurement process, from goal-setting to risk assessment. Progress in material substitutions, preferred supplier development, and conscious decision-making has marked significant milestones in our procurement journey.





Our People

We are a family of like-minded, creatives, producers, strategists, and problem solvers with a commitment to always deliver exceptional outcomes. Valiant has built a proud legacy over the years, with long standing employees, many of whom have been with Valiant for over 25 years, we have a culture that drives collaboration and innovation. A diverse team, an inclusive culture and a company DNA of delivering quality distinguishes Valiant as the leading Australian furniture and hire company.





Our Partners

For over 60 years we have fostered deep-rooted industry knowledge, formed great partnerships, and have built strong foundations of mutual trust and respect from our clients and suppliers. The Valiant team thrives on working closely with each other, our clients, suppliers, and the wider Valiant team. It is imperative for our service teams to go above and beyond our customer's expectations and we are honored to share some of the kind words from our clients and partners for all Events, Interiors, and Workplace projects.







BRISBANE

Office. Studio . Warehouse

16/50 Parker Court, Pinkenba QLD 4008 SYDNEY

Office . Showroom . Warehouse

111 Burrows Road, Alexandria NSW 2015 MELBOURNE

Office. Studio . Warehouse

1/14 Salmon Street, Port Melbourne VIC 3207

